

CHEF GARCIA MEXICAN FOODS

Marjorie Robinson
7521-C Connelley Drive
Hanover, MD 21076

Phone: (800) 929-3550
Fax: (800) 627-8314

Fax

TO: Jim Garcia, Randy McDonald

PHONE: (703) 455-0155

FAX: (703) 451-8917

SUBJECT: Weekly Sales Plan

DATE: 10/22

NO/PAGES: 4
(Including cover)

COMMENTS:

Agenda for next Wednesday.

EXHIBIT

tabbles

15

OUTLINE OF COMMITMENTS MADE AT _____ MEETING

WHO	WHAT	BY WHEN	DONE??
RANDY	BRING UPDATED A/R TO MONDAY MEETINGS	ONGOING	
JIM	FIND CO PACKER FOR CHEESE SAUCE	17-Oct	NO
RANDY	COLLECT \$13,748 FROM GIANT	3-Oct	NO
JIM	CO PACKERS FOR ALL KITCHEN ITEMS	???	NO
MARJORIE	PROVIDE A FORMAT FOR LOGS	29-Oct	YES
RANDY	IMPACT RECONCILIATION TO KATHY	22-Oct	NO
MARJORIE	RECONCILE JP FDSV. A/R OF \$28,337	10-Oct	NO
MARJORIE	SELL ALL JP INVENTORY AND PACKAGING \$30,745	17-Oct	NO
JIM	RELEASE CHICKEN SPECS TO PERDUE	10-Oct	NO
RANDY	SEND CORRECTED BROKER CHECKS	30-Sep	YES
MARJORIE	PROVIDE ROLL OUT SCHEDULE FOR RACK PROGRAM	29-Oct	NO
JIM	BRING STOCK LEVEL TO SALES PAR LEVELS	24-Oct	NO
MARJORIE	PROVIDE RACK AGREEMENTS	29-Oct	NO
MARJORIE	SUBMIT CREDIT APS FOR SUKAR, HENLEY, STANLEY	29-Oct	NO
JIM	ELIMINATE EXCESSIVE SHORTAGE PROBLEM	6-Oct	NO
MARJORIE	SUBMIT 1998 MARKETING PLAN FOR RETAIL	29-Oct	NO
RANDY	IMPROVE CUST. SERV. COMMUNICATIONS	3-Oct	NO
RANDY	BRING LOGS TO MONDAY MEETINGS	ONGOING	YES
MARJORIE	BRING PROMOTIONAL SCHEDULE TO MONDAY MTGS.	ONGOING	YES
RANDY	FILL OUT CUST. ORDER CHECK LIST FOR ALL ORDERS	8-Oct	NO
RANDY	ORDERS: FAX BROKERS AND SALES DAILY	ONGOING	NO
RANDY	SALES NUMBERS: FAX BROKERS AND SALES DAILY	ONGOING	YES
RANDY	INVOICES: FAX TO BROKERS WEEKLY	ONGOING	NO
RANDY	SHORT ALERTS: FAX TO SALES FOR ALL SHORTS	ONGOING	NO
MARJORIE	RE DO IMPACT BROKERAGE AGREEMENT	29-Oct	OK
JIM	SEND MARJORIE DAILY ITEMS SENT TO HALPERIN	ONGOING	NO

CHEF GARCIA ORGANIZATIONAL MEETING

OCTOBER 29, 1997 10:00 a.m.

Attendees: Jim Garcia, Randy McDonald, Marjorie Robinson

AGENDA

I. Review Commitments made at 10/20 meeting.

II. Accounts Receivable

- A. Review Current Aging report.
- B. Determine if any accounts qualify for broker 30 day notification
- C. Submit logs.
- D. Review inventory of raw materials and upcoming orders to insure cashflow is adequate.

III. Quality Assurance/ Research and Development

- A. Status of lining up co packers for all Kitchen products.
- B. Cheese sauce co packers, Jim to provide status
- C. Shredded Chicken, Jim to provide status of Perdue.

IV. Operations

- A. Inventory management, review par levels.
- B. Review production schedule.
- C. Review new price lists for foodservice
- D. Review shortages and production requirements. Jim to provide list of any shorts for week of 10/20.

V. Sales

- A. Submit marketing plan for Retail 1998.
- B. Review of new customers.
- C. Sales review by customer.
- D. Status of JP Foodservice transition.
- E. Sales Blitz update.
- F. Rack roll out schedule: roll out timeline; rack agreements.
- G. Submit promotional schedule.
- H. Submit 30 day promotion confirmations.

VI. Customer Service

- A. Liaison between Chef Garcia and Sales
- B. A/R communications: forwarding of logs and other correspondence.
- C. Sample tracking.
- D. Customer Order Check List: walk through
- E. Fax orders to Dan daily.
- F. Fax sales numbers to Marjorie and Dan daily
- G Fax invoices to brokers daily.
- H. Monitor timely payments brokerage checks.
- I. Short Alerts.
- J. Negotiate and arrange freight.
- K. Manage Credit Memo forms.
- L. Communicate to outlets for excess inventory, as needed.

To: Marjorie Robinson

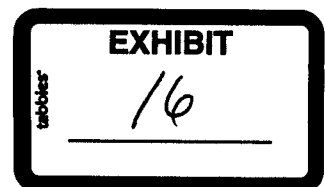
From: Jim Garcia

Date: November 6, 1997

Re: JP Foods

As per our meeting Monday, we have been expecting a call regarding JP paying for excess product and the movement of product out of Halperin's warehouse. It is your responsibility to see that the product is moved from Halperin to a storage facility designated by JP Foods. We still are waiting for an answer concerning payment for all past due invoices, packaging, and excess inventory.


Thank you.



Chef Garcia Mexican Foods Inc.
7608-A Fullerton Rd
Springfield, Va 22153
(703) 455-0155

Date: Jan 08 1997

To: Marjorie Robinson

From: Jim Garcia 

Subject: Giant & JP Foods Unpaid Balance

Dear: Marjorie

As per all the dicussions we have had in the past about this two customers in particular, we continue with the problem of not getting paid or not able to find out why we we are not getting paid.

I'M requesting to please summit all information immediately so we can clear our books for 1997 and to collect the cash to buy raw materials

It is important that you pay attention to this matter as quigly as you can size is being so long and to meny times we have talked about this.

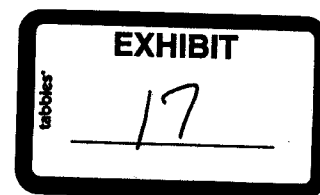
Total omount do from Giant is	78,021.60
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Total omount do from JP Foods is	112,447.62
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Total	=====	190,469.22
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As you can see is a substantial amount of money to be collected immediately from this two customers and is your responsibility you as a sales person to make sure we get pay promptly on time and complit.

Please reply to me immediately with your plan on this matter Thanks.



CHECK DATE

12/10/97

REMITTANCE ADVISE ENCLOSED

REFER ALL INQUIRIES TO THE APPROPRIATE LOCATION

2A HEADQUARTERS (410) 312-7100
 2C BALTIMORE (410) 551-2000
 2D EVERETT (617) 389-6229
 2F HARTFORD (203) 282-0101
 2H ALTOONA (814) 946-1201
 2J ALLENTOWN (610) 821-9000
 3F MINNEAPOLIS (612) 559-9494
 3G DES MOINES (515) 266-2281
 3H FORT WAYNE (219) 432-0621
 3K STREATOR (815) 673-3311
 3B FROZEN FARMS (410) 312-7100

J.P. Foodservice, Inc.®
 P.O. Box 2652 • Columbia, Maryland 21045

BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2C 3H/P	2223610	71930 14157-			71930 14157-
POSTED 2/15					
0016150 CN-133091					CHECK AMOUNT 577.73

EXHIBIT

120

tabbles

1

CHECK DATE

09/10/97

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2A HEADQUARTERS (410) 312-7100
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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2J 3H	222766 664351	91000 5010-			91000 5010-
POSTED 9/10					
001615C CN-101381					CHECK AMOUNT 859.90

EXHIBIT

121

EXHIBIT

CHECK DATE

12/01/97

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2A HEADQUARTERS (410) 312-7100
 2C BALTIMORE (410) 551-2000
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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2C223368	2C2233544	6378			6378
2C281651	2C281651	405365			405365
2J340785	2J340785	14048			14048
3H712857	3H712857	9500			9500
		1935-			1935-
POSTED 12/14					
CHECK AMOUNT					3862.60

0016150 CN-129645

EXHIBIT

122

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10/27/97

REMITTANCE ADVICE ENCLOSED

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2A HEADQUARTERS (410) 312-7100
 2C BALTIMORE (410) 551-2000
 2D EVERETT (617) 389-6226
 2F HARTFORD (203) 282-0101
 2H ALTOONA (814) 946-1201
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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2C223171 2D ARDU 3GT/P		236386 61935- 17529-			236386 61935- 17529-
POSTED 10/29/1					
0016150 CN-117557					CHECK AMOUNT 1569.22

EXHIBIT

123

CHECK DATE

11/19/97

REMITTANCE ADVISE ENCLOSED

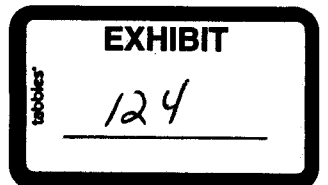
REFER ALL INQUIRIES TO THE APPROPRIATE LOCATION

2A HEADQUARTERS (410) 312-7100
 2C BALTIMORE (410) 551-2000
 2D EVERETT (617) 389-6229
 2F HARTFORD (203) 282-0101
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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2C223424 2C267124		212394 1783-			212394 1783-
POSTED 11/21					
CHECK AMOUNT					2106.11

0016150 CN-126283



CHECK DATE

09/22/97

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COLUMBIA, MARYLAND 21045

00110496711 1232065161

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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2D	2222840	113960			113960
2F	037670	3360-			3360-
2F	222882	80150			80150
2J	222841	158016			158016
POSTED 9/22					
0016150 CN-104967					CHECK AMOUNT 3487.66

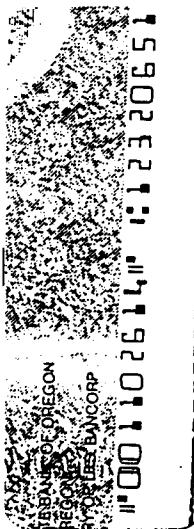
EXHIBIT

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CHECK DATE 09/15/97

REMITTANCE ADVICE ENCLOSED
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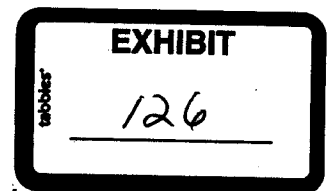
- 2A HEADQUARTERS (410) 312-7100
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- 2D EVERETT (617) 389-6229
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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2C222798	161445				161445
2C222865	68245				68245
POSTED					
001615C CN-102614					2296.90

CHECK AMOUNT



CHECK DATE 09/08/97

REMITTANCE ADVICE ENCLOSED

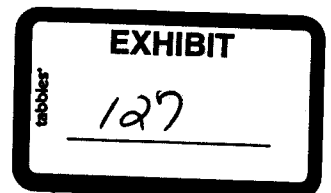
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BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
2C222725	63780				63780
2F222722	100450				100450
2H00194	8000-				8000-
2H222507	93870				93870
POSTED					
0016150 CN-099975					2501.00
CHECK AMOUNT					



TO: MARJORIE
FROM: RANPY

CHECK DATE 09/03/97

REFER ALL INQUIRIES TO THE APPROPRIATE LOCATION

2A HEADQUARTERS (410) 341-1000
2C BALTIMORE (410) 341-1000
2D EVANSTON (617) 341-1000
2F HANOVER (203) 341-1000
2H ASTORIA (503) 341-1000
2J ALBANY (518) 341-1000
2K NEW YORK (212) 341-1000
2L PHOENIX (602) 341-1000
2M SAN ANTONIO (214) 341-1000
2N DALLAS (214) 341-1000
2O HOUSTON (281) 341-1000
2P AUSTIN (512) 341-1000
2Q SAN DIEGO (619) 341-1000
2R SAN JOSE (408) 341-1000
2S SEATTLE (206) 341-1000
2T PORTLAND (503) 341-1000
2U DENVER (303) 341-1000
2V CHICAGO (312) 341-1000
2W MIAMI (305) 341-1000
2X LOS ANGELES (213) 341-1000
2Y SAN FRANCISCO (415) 341-1000
2Z PHOENIX (602) 341-1000

BRANCH	VENDOR INVOICE NO.	GROSS	DISCOUNT	OTHER DEDUCTIONS	NET AMOUNT
	2C0C97SA	1600-			1600-
	2C018617	9238-			9238-
	2C095872	9238-			9238-
	2C105117	5719-			5719-
	2C108681	9238-			9238-
	2C115758	6687-			6687-
	2C147841	27681-			27681-
	2C152222	11582-			11582-
	2C164012	15289-			15289-
	2C164046	20876-			20876-
	2C166843	4957-			4957-
	2C186027	10156-			10156-
	2C187721	5410-			5410-
	2C188671	1045-			1045-
	2C189730	4372-			4372-
	2C193316	7340-			7340-
	2C194519	8442-			8442-
	2C194811	29004-			29004-
	2C217633	17229-			17229-
	2C222750	442062			442062
	2C229307	25042-			25042-
	2C235790	2090-			2090-
	3H516181	171800-			171800-

P Foodservice, Inc.
Box 2652

001615C CN-099080 CHECK AMOUNT 380.27

DETACH BEFORE DEPOSITING

1099080

P Foodservice, Inc.
Box 2652

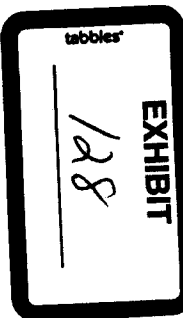
THIS CHECK VOID 90 DAYS
AFTER THIS DATE
09/03/97

CHECK AMOUNT
*****380.27

PAY THREE HUN EIGHTY & 27 S

PAY TO THE
ORDER OF

0016150 CN-099080
CHEF GARCIA MEX FOODS
7608-F FULLERTON ROAD
SPRINGFIELD VA 22153



FIRST STATE BANK OF OREGON
CANBY, OREGON
SUBSIDIARY OF U.S. BANCORP

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